

**Grant County
Department of Technology Services
35 C. St. NW
Suite 308
PO Box 37
Ephrata, WA 98823
509.766.3190 – Phone**

June 14, 2023

For Board of County Commissioner approval,

Grant County has had multiple phishing attacks against its user's email over the past several years. In those attacks, we've had 77 users that have fallen victim to those attacks. Thus far, to the best of our knowledge, we have not suffered any irreparable damage as a result. Unfortunately, that day will come, and that outcome could be catastrophic. In our current status, if the County's data were to be encrypted and ransomed by a bad actor, it would cost us millions of dollars and weeks of recovery time.

GCTS staff and I are always looking for ways to better educate our user base and to implement prudent safeguards to protect our network and data.

Grant County is within 60 days of our renewal of our current backup system, Veeam. Veeam has served us well over the past several years, but it has serious limitations in its ability to protect our data or recover from a legitimate ransomware event. GCTS have identified a backup system, Rubrik, that has a pristine track record when it comes to the protection of their customers backed up data from ransomware attacks.

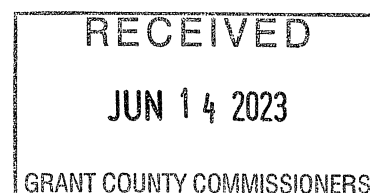
GCTS has been looking at Rubrik for a while, and we feel that with the increased pressure from phishing attacks it would be prudent to migrate to that system. I would like to formally request approval to migrate to Rubrik.

Attached are the documents that show the detailed 3 year difference in cost. The cost for Veeam is \$216,664.88 and the cost for Rubrik is \$516,565.25. It may be necessary to request a budget extension to acquire Rubrik.

I recommend that in the event a budget extension is necessary, per the attached documentation, that the Board approve our request to migrate to Rubrik.

Respectfully,

Joseph W. Carter
Assistant Director
Grant County Technology Services



Grant County Technology Services

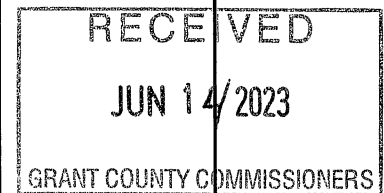
PO Box 37
35 C ST NW, Suite 308
EPHRATA, WA 98823

Purchase Order

Date	P.O. No.
5/24/2023	475

Vendor
Ednetics (EDNTC) 971 S. Clearwater Loop, Suite 1000 Post Falls, ID 83854

Item	Description	Qty	Rate	Amount
New Software	Rubrik 120TB Usable Enterprise Solution (Ednetics Quote #78495)	1	516,565.25	516,565.25



Total \$516,565.25

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TS Approval	
BOCC Approval	



Rubrik Enterprise Edition - 120TB Usable Recovery Solution

Customer
Grant County
Grant County TS Po Box 37
Ephrata, WA 98823-0037

Joseph Carter
jcarter@grantcountywa.gov
(509) 766-3190

Ship to
Grant County
35 C St NW Ste 308
Ephrata, WA 98823-1685
(509) 766-3190

Bill To
Grant County
Grant County TS Po Box 37
Ephrata, WA 98823-0037
(509) 766-3190

Prepared By
Larry Hyndman
larry@ednetics.com
P (208) 262-2049
F (208) 777-4708

NASPO Master Contract Number: AR2472 - Rubrik

Rubrik 120TB Usable Enterprise Appliance Solution

Line	Part Number	Description	Price	Qty	Ext. Price
1	RHA-6416S-01	R6416S APPLIANCE 192TB RAW 96GB PERP DUAL SFP+ SMC - 120TB USABLE	\$22,305.42	1	\$22,305.42
2	RS-BT-EE-PE-PP	ENTERPRISE EDITION / USABLE BETBSLIC SABLE BE PER TB PREMIUM SUPPORT PREPAY - 120TB - 36 MONTHS	\$6,976.80	120	\$837,216.00
3	RS-HW-SVC-PE-S3	PREM SUPPORT FOR R6000S BACKUP APPLIANCE HARDWARE SUPPORT SVCS PREPAY - 36 MONTHS	\$11,764.80	1	\$11,764.80
4	RA-PS-INST-RMOT	PROFESSIONAL SERVICES REMOTE MLIC INSTALL & CONFIG FOR UP TO 8 BRIKS	\$4,900.00	1	\$4,900.00
5	SHIPPING	Estimated Standard Freight Delivery Charges - Final charges will be reflected on the final Invoice.	\$350.00	1	\$350.00
Rubrik 120TB Usable Enterprise Appliance Solution Subtotal					\$876,536.22

Ednetics-Rubrik Discount

Line	Part Number	Description	Price	Qty	Ext. Price
6	EDDISCOUNT-M	Ednetics-Rubrik Discount - valid for a Single PO extended for all items quoted above.	(\$400,000.00)	1	(\$400,000.00)
Ednetics-Rubrik Discount Subtotal					(\$400,000.00)

Quote Summary

Rubrik 120TB Usable Enterprise Appliance Solution	\$876,536.22
Ednetics-Rubrik Discount	(\$400,000.00)
Subtotal	\$476,536.22
Estimated Tax	\$40,029.03
Total	\$516,565.25

Terms and Conditions Agreement

This agreement (Agreement) is by and between Grant County (Customer) and Ednetics Inc. (Ednetics) and documents the terms and conditions of Quote 78495 (Quote).

Unless superseded in writing by a Master Terms and Conditions Agreement the terms of this Agreement are binding and together with any associated written services scope of work, and any future change orders or additional quotes related to this project, constitute the entire contract between Ednetics and Customer. Customer agrees to waive all provisions contained in any form or in any written or verbal communication, including any forthcoming purchase orders that would negate, limit, extend, or otherwise modify or conflict with provisions within this Agreement unless and until agreed to in writing, as evidenced by an Ednetics officer's signature. Customer submission of a purchase order indicates your agreement to all terms and conditions included in this document.

Pricing and Availability

Pricing in this Quote is subject to change as a result of increased material costs, (the term "material" as used herein shall include equipment), labor costs, or applicable taxes that occur prior to final execution of this Agreement. Pricing does NOT include applicable taxes, insurance, delivery, setup fees, cabling services or material unless specifically listed in the quote. Ednetics cannot guarantee delivery date as material supply is subject to availability.

Materials will be delivered directly to Customer. These materials are ordered and delivered as they become available. Upon shipping of materials, an invoice for those materials will be generated and Customer agrees to pay the invoice in accordance with the Invoicing Terms described below. Due to backorders, multiple suppliers, or other issues outside of Ednetics control, materials may ship at different times resulting in multiple invoices.

All materials will be F.O.B. shipping point with all risk of loss or damage transferring to the Customer when shipping from a supplier of Ednetics choosing.

Disclaimer of Warranties

Ednetics does not warrant that the materials, or any products or results of the use thereof, will meet customer's or any other person's requirements, operate without interruption, or achieve any intended result. All third-party materials are provided without warranty by Ednetics and are limited to any warranties provided by the manufacturer of the same. Ednetics agrees to reasonably cooperate with Customer's efforts to process third-party warranty claims by providing supporting shipping documents, contact information, or other peripheral support.

Invoicing Terms

Generally, invoice line items will match each line item included in this Quote regardless of Customer purchase order format. Due to billing products in quantities as they are shipped to Customer, only a portion of each quoted line item on the Quote may be included on an invoice with the remaining portion of the quoted line item reflected on a future invoice.

Customer will be responsible for reimbursing Ednetics for all sales, use, excise or other taxes. These items will be added to the invoice in the amount incurred by Ednetics unless the Quote associated with this Agreement specifically indicates these will be provided at no cost.

Payment for all invoices will be due within 30 days of the invoice date. However, Ednetics will have the continuing right to approve Customer's credit on an ongoing basis, and may, at times, require advance payment if Ednetics determines Customer has significant balances that remain unpaid after the due date or based upon other payment history.

Any invoice dispute must be submitted in writing to receivables@ednetics.com prior to the due date of any disputed invoice. A service charge of the lesser of 1.0% of the outstanding balance or the highest amount permitted by law, will be charged each month on all past due invoices, including for any disputed amounts determined to have been valid. Any temporary waiver on the service charge shall not constitute a waiver of the future rights of Ednetics to impose the service charge for past due invoices.



Returns

Based on written consent from an authorized Ednetics representative, returns of product purchased may be eligible in certain, limited circumstances if requested within 30 days from the date of shipment. If approved, product should be returned either un-opened or in all of its original packaging. Upon completion of any authorized return, a credit memo will be issued to Customer to be applied at Customer discretion. Any credit provided for returns will be reduced by manufacturer specific restocking fees, as applicable. Customer agrees to assume financial responsibility for all transportation costs associated to a return. Returns or refunds due to defective product are to be handled as warranty claims directly with the manufacturer.

Submission

Please submit PO to: orders@ednetics.com or fax to: (208) 777-4708



Rubrik Licensing: Subscribe to Simplicity

Rubrik delivers the latest innovation with a single subscription license. With Rubrik, you can access the latest software features, refresh appliances on autopilot and future proof for the cloud. Keep your data center modern for the hybrid cloud era with peace of mind.

OVERVIEW OF RUBRIK SECURITY CLOUD

		FOUNDATION EDITION Keep your data resilient and recoverable to protect against cyber attacks and operational failure	BUSINESS EDITION Secure your data from attack and proactively monitor cyber threats, such as ransomware	ENTERPRISE EDITION Secure your data, continuously monitor risks to your data, and deliver orchestrated recovery of your applications in the event of operational disruptions
Data Resilience	Enterprise, Cloud, and SaaS Data Protection Cyber-proof your data with air-gapped, immutable, access-controlled backups	✓	✓	✓
	Rubrik Cloud Vault (Promo) Secure and archive your most valuable data with an isolated, immutable cloud vault	10TB (Backup Tier)	10TB (Backup Tier)	200TB (Backup Tier)
Data Observability	Data Security Command Center Identify security gaps, quantify data risk, and provide actionable recommendations to improve data security posture	✓	✓	✓
	Ransomware Monitoring & Investigation Determine the scope of ransomware attacks, using machine learning to detect deletion, modifications, and encryptions		✓	✓
	Sensitive Data Monitoring & Remediation Reduce sensitive data exposure and manage exfiltration risk by discovering what types of sensitive data you have, where it lives, and who has access to it			✓
	Threat Monitoring & Hunting Prevent malware reinfection by analyzing the time-series history of data for indicators of compromise to identify the initial point, scope, and time of infection			✓
Data Remediation	Mass Recovery Restore business operations quickly by recovering apps, files, or users at scale	✓	✓	✓
	Threat Containment Ensure safe and quick data recovery by quarantining data infected with malware			✓
	Orchestrated Application Recovery Recover applications quickly with pre-built workflows and disaster recovery blueprints			✓
Cloud Data Protection* Cyber-proof your cloud data with air-gapped, immutable, access-controlled backups		Universal Cloud Licenses	Universal Cloud Licenses	Universal Cloud Licenses

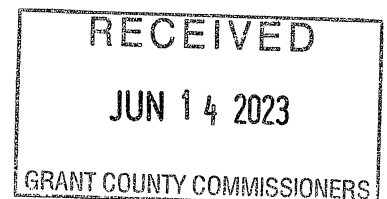
*Please note that cloud workload protection included in Rubrik subscription bundles are only for workloads migrating from on-premises to the public cloud. Universal Cloud Licenses are available as an add-on to protect workloads residing in public cloud from the onset of the subscription term.

HOW RUBRIK LICENSING WORKS

Rubrik subscription licenses are offered as a 3-year subscription that includes software, hardware of your choice and support. Throughout the Rubrik subscription, you will receive access to Rubrik's new software features. All Rubrik subscription licenses can be transferred to the cloud during the term of the subscription at no additional license cost. Cloud licenses in Rubrik editions are eligible only for cloud migration use cases. Renewal prices are predictable, which means no surprises at renewal time.

ds-rubrik-licensing / 20220814

FINANCIAL REQUEST			
Requestor	Joseph Carter	Requestor's Department	Technology Services
Date	6/13/2023	Fund/Dept of Request	501.179
Capital Asset Approval	No	Budget Extension	Yes
Establish/Close Fund	No	Cash Transfer	No
Description/Notes: Upgrade security from one year of VEEAM to a 3 year contract with Rubrik using 2023 budgeted funds of \$35,395.16.			
CAPITAL ASSET PURCHASE APPROVAL		BUDGET REQUIREMENT	
Asset Description		Additional Expense	481,170
Total Purchase Expense		Additional Revenue	-
Less: Existing Approval	-	Additional Cash Requirement	481,170
Additional Approval Required		Additional Funding Source	Beginning cash balance
Capital Facility Related			
Grant Funded			
Documentation			
BUDGET EXTENSION REQUEST			
Fund Name	Revenue code/s	Account Description	Amount
Current Expense	001.000.00.0000.308000000	Beginning Fund Balance	481,170
Technology Services	501.179.00.0000.348000000	Operational Transfers-In	481,170
			962,340
Fund Name	Expense code/s	Account Description	Amount
Technology Services	501.179.00.0000.591657002	SBITA	481,170
Current Expense	001.142.00.0000.518804000	Technology Services	481,170
			962,340
CASH TRANSFER REQUEST			
Fund Name (From)	Code	Account Description	Amount (From)
Fund Name (To)	Code	Account Description	Amount (To)
COMPLETED BY ACCOUNTING			
FUND CASH SUMMARY		Notes: As of 5/31/2023, Tech. Services has only utilized 20% the 2023 expense budget. It is likely the fund will be able to absorb the additional expense without the need for a budget extension. If not, this extension would be completed to accomodate. If an extension is required then current expense may require a budget extension if the fund's expense budget is unable to absorb this additional transfer expense. Budget Hearing: As necessary Resolution Required: N/A Reviewed By: <i>Kate Smith</i>	
Beginning Cash	4,544,538		
Expense Bdgt (w/amendments)	6,934,853		
Expense Ext. Requested	-		
Revenue Bdgt (w/amendments)	2,876,869		
Revenue Ext. Requested (excl 308)	-		
Estimated Ending Cash	486,554		



3 Year VEEAM Cost ComparisonVersus Rubrik

Product	Cost Year 2023	Cost Year 2024	Cost Year 2025	Total 3 Year Cost	Total Program Costs
VEEAM	\$ 32,595.16	\$ 35,854.68	\$ 39,440.15	\$ 107,889.99	
NetApp - E2800	\$ 5,279.63	\$ 5,807.59	\$ 6,388.35	\$ 17,475.57	
NetApp E2860	\$ 8,770.79	\$ 9,647.87	\$ 10,612.66	\$ 29,031.32	
Parkplace: HPE Maintenance for End of Life Hardware	\$ 2,800.00	\$ 3,080.00	\$ 3,388.00	\$ 9,268.00	
2023 C/O: HPE 10TB SAS 12G MDL 7.2K, Storage VEEAM Immutable Storage (8)	\$ 9,000.00			\$ 9,000.00	
2022 C/O: HPE 10TB SAS 12G MDL 7.2K, Storage for VEEAM Immutable Storage (Refund Received-Out of Stock)	\$ 9,000.00	\$ -	\$ -	\$ 9,000.00	
Upgrade Veeam to Immutable		\$ 35,000.00		\$ 35,000.00	
Total VEEAM Costs				\$ 216,664.88	\$ 216,664.88
Rubrik	Cost Year 2023	Cost Year 2024	Cost Year 2025	Total 3 Year Cost	
Rubrik 120TB Usable Enterprise Solution (3 Yr via Ednetics)	\$ 516,565.25	0	0	\$ 516,565.25	
				\$ 516,565.25	\$ 516,565.25
Additional Cost For Rubrik					\$ 299,900.37